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UNITED STATES DEPARTMENT OF JUSTICE

WASHINGTON, D. C.

Form FA-11

REGISTRATION No. 401

AUG 6 1963
Registration Section
DEPARTMENT OF JUSTICE

A M E N D M E N T

TO SUPPLEMENTAL REGISTRATION [] EXEMPTION [] STATEMENT
(Indicate which)

NUMBER 401 FILED May 7, 1963

Pursuant to the Foreign Agents
Registration Act of 1938 as Amended

Name of registrant (or agent) Corporacion de Fomento de la Produccion de Chile

Name of foreign principal same

The answers to the items of the above-mentioned statement listed below are hereby amended to read as follows:

(Insert proper item numbers)

Item No. 7

Please refer to attached letter dated August 13, 1963
and brochure "The Chilean Development Corporation"

Item No. _____

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Item No. _____

Item No. _____

Item No. _____

(If additional items are to be amended, insert additional pages as needed)


Exhibits.--The following additional or amended exhibits are attached hereto
as a part of this amendment (list exhibits attached) _____

NOTE.--The amendment will not be accepted for filing
unless both copies are signed and sworn to as
required below.

The undersigned swear(s) or affirm(s) that he has (they have) read the information set forth in this amendment to the supplemental statement mentioned above and the attached exhibits, that he is (they are) familiar with the contents thereof and that such contents are in their entirety true and accurate to the best of his (their) knowledge and belief, except that the undersigned make(s) no representation as to the truth or accuracy of information contained in any Exhibit A filed herewith insofar as such information is not within his (their) personal knowledge.

(Type or print name under each signature)

(If the agent is a partnership, corporation, association, or other combination of individuals, this amendment shall be signed and sworn to before a notary public, or other officer authorized to administer oaths, by a majority of those partners, officers, directors, or persons performing similar functions who are in the United States. If no such person is in the United States the amendment shall be signed and sworn to by the duly authorized representative of the agent.)


(Signature)
Marcelo Sepulveda

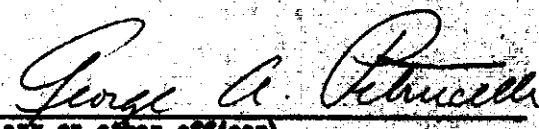
(Signature)

(Signature)

(Signature)

(Signature)

Subscribed and sworn to before me at New York City
this 15th day of August, 1963.


(Notary or other officer)

My commission expires March 30th, 1965.

GEORGE A. PETRUCELLI
Notary Public, State of New York
No. 31-3078740
Certs. filed in N.Y. Co. Clk's Office
Commission Expires March 30, 1965

FILED

1963

REGISTRATION NO.

CORFO

CORPORACION DE FOMENTO DE LA PRODUCCION

Registration Sec
DEPARTMENT OF JUSTICE

THE CHILEAN DEVELOPMENT CORPORATION

80 PINE STREET
NEW YORK
1962

CORPORACION DE FOMENTO DE LA PRODUCCION DE CHILE

(Chilean Economic Development Corporation)

I. Background

The worldwide crash of 1929 had particularly strong repercussions in Chile, where exports dropped to 30% of normal, shutting down practically all mining operations and causing a wave of unemployment and misery. If we recall that many of Chile's incipient industries were then dependent in whole or in part on raw materials and spare parts which they could no longer afford to import, it is obvious why they were forced to cease activities. Furthermore, curtailed imports of many consumer goods brought much retail and wholesale business to a standstill.

Because of this situation Chilean technicians realized that it was indispensable to diversify domestic production in order to replace various imported articles and to increase lines of exportable goods through a better utilization of the country's natural resources.

The limited private capital market, which sought only sure investments promising high and rapid yields which are easy to find in an underdeveloped nation, increased the difficulty of realizing a development program entailing heavy investments in enterprises which would take many years to construct and put into operation, and some of which would yield relatively small profits.

For this and other reasons there arose the belief that what was needed was a more active, direct and coordinated effort on the part of the government to collaborate with private enterprise in order to promote certain activities and to place at its disposal the necessary financial resources through credits abroad and taxes at home.

It took several years to overcome the doubts of some sectors as to the capability of the government to act as a business organizer and manager, and to persuade others to accept greater government intervention in the economy. However, the socio-political evolution of the thirties enabled Chile in 1939 to pass legislation creating the Corporacion de Fomento (Corfo).

II. Scope of Corfo

The law which created Corfo gave it the task of drawing up an economic development program which would raise the standard of living and improve the balance of payments by developing natural resources and lowering production costs, and provided Corfo with the necessary money to carry out its share of the overall program. The law empowered Corfo to make investments and loans and to guarantee loans.

In addition to these objectives, Corfo was to: a) serve as a technical advisory agency to the government in connection with the promotion and coordination of public investment for development, and coordinate government action with private investment; b) provide the government with an order of priorities for the various national economic development projects; c) carry out negotiations related to foreign credits for its own projects and those of other government agencies, as well as external credits to the private sector which require the guarantee of the State; and d) guarantee certain foreign currency loans.

III. Organization

Corfo is an autonomous government institution administered by a Board of Directors headed by the Minister of Economy, Development and Reconstruction and including representatives of the executive and legislative branches, private manufacturers' and commercial associations, and the following government institutions: Banco Central (The Central Bank); Banco del Estado (a savings and commercial bank); Empresa Nacional de Minería (Mining Investment and Loan Corporation); and Empresa de Comercio Agrícola (Farm Commodities Corporation).

Board members have been men of recognized ability, which has precluded any charges of nepotism and has allowed Corfo to maintain good relations with all political parties.

The administrative set-up, aside from the Board and the Executive Vice-President, includes: permanent technical committees composed of Board members; General Manager; Planning Division; five divisions for Operations, Agriculture, Promotion, Finance and Control, and Affiliated Enterprises; three sub-divisions; Legal Department; Secretary of the Board; nine departments and an agency in New York.

There are 300 technical and 150 administrative employees in Chile and 40 in New York.

The Executive Vice-President, selected by the President of Chile, is the legal representative of Corfo and is responsible for its overall operations. He presides at Board meetings in the absence of the Minister of Economy, Development and Reconstruction.

The Permanent Technical Committees preview the recommendations of the General Manager, who later proposes them to the entire Board for final decision.

The General Manager, appointed by the Executive Vice-President, is responsible for the internal administration of Corfo. In cooperation with the Divisions and the Legal Department, he studies all proposals and requests which are presented by individuals, as well as those projects originating internally, and then submits them to the consideration of the Permanent Committees and then to the Board itself.

The Operations Division has under its jurisdiction the Industrial, Mining (including Fuel and Energy) and Construction Departments. The first two departments make surveys, studies of projects, and recommendations to the General Manager regarding investments and loan credits related to their particular fields of action. The Construction Department has two main functions: to design and, on some occasions, execute engineering projects for Corfo itself; and to study and suggest to the General Manager gravitational irrigation and underground water projects, and secondary irrigation canals for agriculture. Basic irrigation projects in Chile are executed by the Irrigation Department of the Ministry of Public Works.

The Agriculture Division was created in 1960 because of the special importance which Corfo accords this sector of national activity. For the same reason, and in order to resolve the most important problems in this field, an Agricultural Executive Committee was created by law within the Corfo organization composed of Directors and other officials of Corfo and of representatives of the various Farmers' Associations. Under this Committee and the Division is the Agricultural Department, charged with all matters pertaining to studies, surveys and projects for agricultural investments and credits.

The Promotion Division is chiefly concerned with the development of a policy for capital formation and for the attraction of venture capital, and providing technical assistance and information to domestic and foreign enterprises which desire to invest. It arranges and classifies all available information concerning national resources, and at present is preparing feasibility studies in various fields, including metallurgy, food and petrochemicals.

The Division of Affiliated Enterprises guides and supervises the activities of those corporations in which Corfo participates as a shareholder and assures fulfilment of their obligations to Corfo.

The Division of Finance and Control is responsible for the execution of agreements made by the Board in relation to credits and investments. It also handles all personnel matters.

The Finance Department prepares Corfo's annual budget and sees that it is complied with; makes the necessary efforts to obtain contemplated financial resources and arranges their appropriate distribution among the various projects; acts as liaison with the New York agency and handles imports into Chile of equipment and machinery purchased by that agency abroad; and safeguards the fulfilment of the domestic and foreign financial obligations contracted by Corfo.

The Sub-Division for Regional Development functions administratively under the jurisdiction of the Operations Division. Upon this Sub-Division depends the functioning of Regional Departments and Offices in the northern and southern provinces.

New York Office. Since the establishment of its New York Office in 1940, Corfo has obtained a considerable number of loans in foreign currencies from the Export-Import Bank, the International Bank, Inter-American Development Bank, Agency for International Development and suppliers in U.S.A. and Europe. The majority of the equipment and machinery purchased under these loans originates in the United States. To summarize:

- a) The New York Office of Corfo is Chile's fiscal agent in negotiating long-term credits.
- b) It acts as Corfo's agent in obtaining credits from suppliers and short-term loans from commercial banks in the United States, and services these credits.
- c) It acts as agent for other government entities and Corfo's own subsidiaries and affiliates.
- d) It promotes understanding among foreign investors of the possibilities the Chilean economy offers.
- e) It purchases and ships equipment for its own and affiliated projects. A total of about 2,000 orders for machinery and equipment - worth approximately US\$ 20 million - has been the annual average in recent years. In general, the Office must make a study of the machinery required, arrange for terms of payment and ascertain the technical and commercial competence of the suppliers.

The Planning Division is in charge of the Planning and Economic Research Departments. Because its range of activities is so wide a more detailed description of its work is given.

Corfo's charter stipulated that it should formulate a General Program for the Development of National Production, aimed especially at raising Chile's standard of living. Various considerations caused postponement of the studies required for this general Plan, such as the lack of trained planning experts and the absence of basic economic data absolutely indispensable for the task of programming a nation's investment and production, particularly for a country in Chile's stage of development.

For these and other reasons, in its early years Corfo was not in a position to formulate a General Program for the Development of National Production on a sufficiently acceptable technical basis. But Corfo's intention to fulfil this mandate was evidenced in 1943 when a series of economic reports was undertaken, the first of which (National Income) was published in 1946. These surveys were necessary steps in the elaboration of the system of National Accounts. Only when these studies were sufficiently perfected was it considered wise to embark on an overall production planning study. The first step Corfo took in this direction was to create the Planning Department in 1950, now the Planning Division.

The above mentioned planning objectives of Corfo have coincided in recent years with the work of various international institutions aimed at technical orientation of underdeveloped countries to help them raise their standard of living. These organizations have set up various institutes to train personnel in economic planning, while at the same time they are publishing diverse material which makes available technical knowledge and experience to agencies like Corfo which must design integrated development programs.

Based on this technical and economic training Corfo has published reports on National Product, National Income, Domestic Consumption, Capital Formation, etc., within the framework of National Accounts sponsored by the United Nations. The corresponding tables are published annually, providing up-to-date data now covering the period 1940-1961.

As for the planning work, the Division thought it overly ambitious to start with a general national production development program. It preferred to launch a preliminary program for the agricultural and livestock sectors which would, at the same time, envisage solutions to the overall national transportation problems. The studies which formed the basis for this plan were directed and coordinated by the Planning Division and the program itself was prepared with the close collaboration of the Ministries of Agriculture and Public Works and with other public and private bodies connected with agriculture and transportation.

The Agriculture and Transport Development Program was finished at the end of 1954 and has been widely disseminated. Various measures and projects of this Program have been carried out, as part of the central development plan of the Government of Chile.

The Planning Division has completed a National Economic Development Program for 1961 to 1970 which includes the reconstruction of the areas affected by the 1960 earthquakes.

This program involves a comprehensive analysis of the economic development of Chile in the past thirty years and provides coordinated solutions for the promotion of all the economic sectors. It reviews production, consumption and investments goals for the next ten years, and projects the Balance of Payments to 1970.

The tables in the Program include, for each year of the next decade, estimates relative to population, consumption, production, exports, imports and investments. Like any Development Program, it is meant to be highly flexible since it will be subject to permanent revision in order to conform to the changing economic conditions of the country.

These studies aim to:

- a) Interpret the economic development process of past decades, stressing those problems requiring priority.

- b) Show annual estimates of the investments required by the public sector and by the private sector.
- c) Estimate the increase in the demand and production of goods and services, i.e., the increase in the standard of living that could be expected in accordance with the Program.
- d) Show the incidence of the Program on the Balance of Payments.
- e) Verify that the investments programmed are consistent with the assumed growth of production and savings.

The program has a firm technical base and was prepared with the collaboration of more than 30 public and private agencies. It emphasizes a selection of those investments which would allow a well balanced economic development within the framework of the internal and external financing possibilities of the country. The ten-year program has been favorably reviewed by the International Bank and the Technical Committee of the Alliance for Progress.

IV. Financing

Government funds for Corfo are included annually in the National Budget in local and foreign currency. These funds are given to Corfo as a direct grant and earn no interest for the Government.

Apart from the fiscal contribution, it has its own income deriving principally from the repayment of loans granted in previous years, sales of its holdings in other enterprises and profits obtained in its operations.

Corfo has not tried to obtain any significant loans from the Chilean banking institutions, but it has obtained credits from the sources previously mentioned. When Corfo transfers these loans to enterprises it generally uses the same amortization terms but with slightly higher interest rates to cover Corfo's expenses in studying the projects, preparing the applications for obtaining the credits, and supervising the subsequent investments.

Corfo has not incurred any exchange risks on the foreign credits transferred to private enterprises, because the contracts with the latter have been written in dollars. The Government has always made preferential appropriations for servicing the foreign credits obtained by Corfo, which has permitted the latter to comply strictly with all its commitments abroad. Furthermore, it should be borne in mind that the principal foreign loans are always guaranteed by the Government.

Corfo is not legally authorized to obtain direct private financing through the issue of securities.

Corfo as a government development institution is not a profit-making organization.

Although Corfo grants loans at different rates of interest, they are always lower than those of the commercial banks.

In general, Corfo has not had to risk its capital as its resources have been far less than its potential investment programs, so that it has been able usually to select those projects which would assure repayment. The percentage of loan defaults within overall operations has been minimal.

V. Operating Procedures

Corfo's charter was not restrictive as to the way in which its objective should be attained, but simply stated that Corfo would carry out experimental research in production and trade, give financial assistance where it was deemed convenient and finance the projects contemplated in its program.

Corfo's policy, generally speaking, has been to form affiliates; promote the establishment of new private enterprises to which it has contributed capital and credit; aid established firms through capital contributions, credits or guarantees; and carry out further research aimed at increasing national production.

This policy has produced the following tools or methods of procedure: direct contributions by Corfo of all capital required to found a new enterprise (subsidiary); direct capital contributions as partner or stockholder in existing corporations or those under organization; loans to third parties; funds earmarked for research.

When the progress made by some of Corfo's subsidiaries has required flexibility in commercial operations and independence similar to that which characterizes private business, Corfo has transformed them into corporations or autonomous entities. This is the case of Empresa Nacional de Electricidad S. A. (National Electricity Corp.) and Empresa Nacional de Petroleo (National Petroleum Enterprise).

As an instrument for development Corfo does not have a maximum or minimum rule governing the size of its investments. It requires adequate security or guarantee for the amounts it lends.

When Corfo invests in corporations, it claims the right to be represented on the board. When its equity is almost 50% of the capital, it reserves the right of veto; when more than 50%, Corfo has a majority on the Board and therefore can put through changes in capital structure, nomination of personnel, etc. Nevertheless, although it possesses these rights, Corfo seldom exercises them, and Board decisions are usually unanimous.

Whenever possible Corfo sells to private parties its rights in corporations started by it.

Corfo has no standard system for the presentation of investment or loan applications. Usually, the presentation must include a complete technical-economic description of the project and its possible financing, and the latest banking balance sheets of the applicant.

Corfo's lending and investment operations are diverse; in some instances there is no need for prior investigation (agricultural machinery loans, for example), while in others all the technical-economic aspects, including a market study, must be carefully analyzed.

Usually when Corfo grants loans it requires the borrower to put up a minimum of the total investment. This is usually 30% in the case of agricultural loans.

Credits are granted at different terms and rates of interests in accordance with the objectives of the investment. In general, these terms fluctuate between 3 to 5 years and the rate of interest from 6% to 12%.

Due to inflation loans are readjusted according to different indexes.

It usually takes only a short time until an application is decided upon.

During the entire investment stage of the project (and not simply while the portion loaned or contributed by Corfo is being invested) control is exercised over its technical and financial aspects, particularly when substantial sums are involved. In the case of stock subscriptions, permanent watch is kept on the enterprise by means of Corfo's representative on the board and auditors. In special cases Corfo sends its own personnel to supervise technical aspects.

Although it is empowered to do so, Corfo does not usually interfere with the administrative set-up of any enterprise it is helping.

VI. Other State Financing Institutions.

Prior to Corfo, aside from public works, the government's role in economic development was restricted on the one hand to protecting domestic industry by tariffs and import quotas, and on the other to setting up rail and air transportation organizations, exporting Chilean nitrate, and establishing credit institutions which have acted independently and with limited funds. In some instances these institutions have done business on their own on a small scale, and have attempted to maintain regular markets for ore and some agricultural products. Thus, government has intervened in the national economy through the Banco del Estado (State Bank), Empresa Nacional de Minería (Mining Investment and Loan Corporation), Corporación de la Vivienda (Housing Authority), and other less important agencies; and has effected investments in the State Railways, National Airlines, and also in a coastal shipping Company serving remote regions.

The Chilean Nitrate Sales Corporation was created to negotiate abroad the sale of nitrate.

In Chile there are no private institutions which serve the same purposes as Corfo, although occasionally the commercial banks do lend in some of the fields in which Corfo operates. During the last few years, the institution has initiated the promotion of private banks for development.

The existence of these other government institutions has not conflicted with Corfo's activities, for Corfo has not entered fields in which these were already operating. On the other hand, those institutions have not been able to do Corfo's job because they lacked the appropriate funds and the organization.

There has not been any private or governmental interference in Corfo's operations. The principal private associations and governmental agencies are represented on Corfo's Board of Directors and Corfo, in turn, is represented in other state entities, so that adequate coordination exists.

Corfo has not entered all fields of national production because there are already private entities and other public organizations engaged in those activities. On the other hand, and this is the main deterrent, there is a reluctance to create in a democratic country an agency of such disproportionate importance that its political ambition and influence could exert a deleterious effect on its technical performance.

Thus, Corfo's field of studies and operations is usually limited as follows:

- a) Planning: preparation of the National Economic Development Program with the collaboration of all other relevant government agencies and private associations concerned; economic studies, mainly National Accounts.
- b) Industry: research for new productive enterprises; investments, and sometimes loans, to certain basic industries.
- c) Agriculture: research for new production; loans for agricultural machinery, pastures, land clearing, improvement and levelling.
- d) Mining: research for new production.
- e) Construction: hotels; farm irrigation; swamp drainage.
- f) Energy and fuels: research for new production; investment in hydro and thermal electric plants; electricity distribution; coal mining and petroleum extraction and refining.

Corfo's Board of Directors approves yearly a budget schedule for the activities of the institution for the following year. This investment and loan budget includes in its income funds received from the Government, repayments of past loans, interest and dividends from investments and sales of holdings.

Corfo's budget and accounts are audited by the Comptroller General of the Republic, an independent state institution.

VII. Operations.

Corfo has many methods for financing its investments and those necessary for the development of its affiliates: a) own budgetary resources, b) external credits, and c) profits and reserves from its affiliates. These profits are frequently plowed back and the affiliates pay Corfo with a new issue of shares.

Corfo's total investments -in other words, those financed through its budget, with foreign credits, and with the reinvestment of profits and reserves of its affiliates - - reached a total of about US\$ 975 millions from 1939 to 1959. Before the 1960 earthquakes annual average investments were US\$ 76 millions approximately, representing 40% of all public sector investments and 20% of total internal investment of Chile. Recently these amounts have been higher.

The following table shows the average percentage distribution of Corfo's investment in various sectors during a five-year period (1955-1959):

Petroleum	29%
Electricity	27
Metallurgical Industries	8
Sugar beet Industry	7
Agricultural Machinery	5
Miscellaneous (general agriculture, secondary irrigation, general mining, lumber, cold storage plants and others)	<u>24</u>
	100%

The major part of Corfo's resources has been assigned to the development of petroleum and electricity due to the essential role these items play in overall development of the country.

In the period 1940-61 CORFO obtained the following foreign loans:

a) Export Import Bank of Washington

Steel Mill	\$ 58,000,000
Electric plants	13,000,000
Agricultural machinery	8,900,000
Cement plants	4,500,000
Transportation	3,500,000
Raw material (war period)	3,000,000
Iron ore	2,700,000
Road machinery	1,800,000
Copper wire plant	1,800,000
Rayon industry	1,200,000
"Carburo" plant	1,200,000
Rubber tire plant	1,200,000
Miscellaneous	<u>4,800,000</u>
	104,900,000

Loan to the Government through
Corfo, to cover deficit in
balance of payments (1950)

23,900,000
128,800,000 dollars

b) International Bank

Electric plants (1948)	13,500,000 dollars
Agricultural machinery (1948)	2,500,000
Irrigation research (1951)	854,000
Cellulose and newsprint plants (1953)	20,000,000
Electric plants (1956)	15,000,000
Coal mining (1957)	21,800,000
Electric plants (1959)	32,500,000
Roads (IBRD & IDA)	25,000,000
	<u>131,154,000</u>

c) European and U.S. Suppliers

Agricultural machinery, electric plants, sugar beet plants, etc.	100,000,000 (approx.)
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d) Repayments have been made to 1962, as follows:

Eximbank	82,383,000
International Bank	14,217,000
Suppliers	75,000,000 (approx.)
Government to Eximbank	23,900,000

In the past two years Corfo has also obtained considerable credits from
The Agency for International Development and the Inter-American Development
Bank.

The main investments have been the following:

Hydroelectric & thermal plants

Steel mill

Petroleum (extraction, production and refining, 90% of total
national consumption of Chile)

Copper wire (total internal consumption and export)

Rubber tires (85% of internal consumption)

Coal

Sugar beet

Copper pipe

Sulphuric acid

Wood impregnation

Phosphate fertilizers

Fishing

Rayon

Cellulose and newsprint plants, for internal consumption and export.

Earthquake reconstruction

Highways

In addition, very important investments have been made in agricultural machinery, milk plants, cattle, fruit plantations, forestry, textile fibers, oil plants, farm irrigation, cement plants, cold storage plants, lumber industry, wine exports, tourism (15 hotels built and 3 under construction), sulphur, manganese and lead mining, fertilizers, construction material, and mining machinery imports.

Research on the possibility of creating new economic resources has been and is being carried on by Corfo in various fields, such as: ore prospecting, petroleum; sugar beet; natural silk; heavy chemical industry; wood impregnation; new textile fibers from domestic plants; water resources; expansion of the area of cultivation; fishing resources; construction materials; radioactive minerals; etc.

VIII. Corfo's influence in the economic development of Chile.

It is difficult to assess the full extent of Corfo's impact on the economy of Chile. Corfo's contributions to scientific and technological research and to the training of technicians have improved and expanded production in such a broad area that they cannot readily be measured by any specific yardstick.

The rise in production attributable to the psychological effect of many of Corfo's activities cannot be determined precisely; for example the demonstration of the ability of Chilean technicians to carry out projects of great scope and the manifestation of the industrial possibilities of the country, which have stimulated the creation of innumerable enterprises privately financed and carried forward. About many of these there is little statistical information available.

In the realm of increased and improved production of certain industries it is difficult to state the separate contributions of the private sector and of Corfo. As far as the production of raw materials, fuel and energy are concerned, this problem is compounded by the difficulty of pinpointing and estimating the secondary effects derived from their production increases, which have a multiplying effect on hundreds of other enterprises. For example, Corfo's work in the electrification of the country is represented directly by the installation of 404,000 kilowatts in sixteen years. Nevertheless, there is no way of measuring

the influence that this has had on increasing production and improving the standard of living. The ultimate objective of the aid given to certain enterprises is its multiplying factor through numerous allied enterprises, and this makes the effect of Corfo's role in the economy seem disguised or limited in the figures of gross national product or of national income, so that it cannot be readily calculated in the changes reflected by these figures.

For example, the increment of machinery for agriculture use, closely associated with Corfo, has assured opportune planting and harvest. Corfo not only provides credit for the purchase of such machinery, but also owns pools of agricultural equipment which it rents to individual farmers. It is not possible to distinguish the effects of mechanized agriculture from those of other measures adopted by Corfo and the private sector to augment agriculture and livestock production.

The case of industry, a preferred field of activity for Corfo's endeavours, illustrates very well the effects of Corfo's role through changes registered in the gross domestic product. Between 1940 and 1959 the relative share of industry in the gross domestic product rose from 19% to approximately 27%, while its absolute real contribution increased by 200%.

In other fields of activity Corfo has also provided important economic studies such as: National Accounts; the Agriculture and Transport Development Program; Livestock Development Program and the Economic Geography of Chile. Furthermore, Corfo in 1951 sponsored the creation of a Technical Assistance Service with the cooperation of the Government of the United States, whose purpose is to provide know-how to industries to improve their productivity. It has promoted wider technical knowledge by granting fellowships to students in schools and universities in Chile and abroad. It also runs courses for military personnel in the handling of agricultural equipment to provide useful training for later civilian life.